

## The Solicitor

By CELIA ATKINSON

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John Gardner was down on his luck. He had been well born and well educated. Then one misfortune after another came upon him and the family to which he belonged just as he was ready to make a start in life and threw him, so to speak, on his beam ends. He went about applying for a position, but since he had had no experience in any department of business he received no better offer than to solicit orders for a patent gas burner.

Gardner, who had not yet worn out his good clothes and was afraid of meeting some of his old friends who would know what he was doing, kept his samples down in the bottom of his pocket. He had sufficient pluck, however, to drag himself from one house to another, and whenever he was received by any one whom he was sure he had never seen before would produce a gas burner and proceed to expatiate on what a wonderful light it would make and how little gas would be burned.

One morning he rang the bell of a residence, and the door was opened by a young girl. He didn't mind soliciting of old women, old men or servants, but girls troubled him. He was about to ask if some one he was trying to find lived there, but changed his mind, concluding that as short a way as any to make an excuse to go on would be to produce a sample. The girl would say she had no use for it and that would end the matter.

"Are you canvassing for a patent gas burner," he began, when the girl, much to his surprise, said, "Step inside." He did so, and she led the way to a drawing room. Then, asking him to be seated, she waited for him to proceed with his harangue. There was nothing left for him but to do so.

"This gas burner," he said, "is arranged to separate the gas into minute streams, so that it will mingle freely with the oxygen of the air, producing a brilliant light and consuming a minimum of gas. Instead of the enormous gas bills run up by using the ordinary form of burner, the consumer finds himself or herself indebted to the company for a bagatelle."

"Are you quite sure," interrupted the girl, "that the company will not at the end of the month be indebted to the consumer?"

Gardner looked at her with a constrained smile, but, seeing no sign of pleasantry and scarcely knowing what he was saying, staggered on.

"We scarcely claim that for it, but we are willing to guarantee that the monthly gas bills will be reduced by 50 per cent of what they are when the ordinary burner is used."

"At what price do you sell your burners?"

"At 10 cents each."

"I will take a hundred of them. I suppose you will put them on for me."

"Large orders like that are usually put on by some one from the factory."

"I am opposed to allowing Tom, Dick and Harry the freedom of the house. I shall expect you to put them on yourself."

"Certainly, if you wish it. Will tomorrow at this hour be convenient for you?"

"Yes."

Gardner bowed himself out, astonished. The most that was required of him was to introduce the burner. It was not expected that he would make sales of more than a few burners at a time. But here were a hundred ordered at 10 cents apiece. That would be \$10, of which his commission would be 60 per cent, or \$6. He was quite elated.

The next day he called with the burners and was received by the young lady, who informed him that her mother was indisposed and it was necessary that the house should be kept quiet. The burners, therefore, could not be put on that day, but if he would call the next afternoon at 3 o'clock the work might be done. She intimated that no haste was necessary either in the burners being put on or his proceeding with his soliciting. She asked him into the library, where she introduced the subject of books, upon which she discoursed with as much volubility as he had used in demonstrating burners. When he departed he was a good deal puzzled.

But he was more so when the next afternoon he called to put on the burners. A phetion was standing at the door, and when he went inside the young lady, attired for going out, was putting on her gloves.

"I think," she said, "that I'll not have the burners put on this afternoon. To tell the truth, I am a stockholder in a gas company, and your burners consume so little gas that I fear a complication."

"What complication?" asked Gardner, opening his eyes.

"Why, I am afraid that as a stockholder I shall become indebted to myself as a consumer."

The two stood looking at each other for a few moments, when a smile broke over the girl's face.

"I knew you," she said, "from the moment you rang the doorbell the other day. You are John Gardner, and I met you not very long ago at Mrs. Tucker's. I have heard of your misfortunes and admire your pluck in taking hold of the world even if your first grip is nothing better than a gas burner. I'm going to ride and shall be happy to have you go with me."

Six months later Gardner married the girl and a fortune.

### A CARD.

All persons using Dr. Lawyer's Liniment for colds on the lungs, pains, rheumatism, etc., with no relief, will do the manufacturer a kindness if they will return the bottle to the place purchased and demand their money. No "red tape" will be used whatever and their money will be returned as cheerfully as it was taken.

E. W. LAWYER, V. S.

## DEMANDS REJECTED

The Anthracite Coal Operators Turned Down Proposition

PRESENTED BY THE UNION

Secretary of War Stimson, Who Was Roosevelt's Candidate for Governor of New York in 1910, Makes Address at Chicago for Taft.

New York, March 6.—The anthracite coal miners' demands for increased pay, recognition of the union, a shorter working day and other changes were unanimously rejected yesterday afternoon by the mine operators who then adjourned sine die.

The operators believe there will be no general strike among the 180,000 Pennsylvania miners affected by the decision, but they would rather face a general strike than advance wages 20 per cent, which would necessitate increasing the price of coal.

Dealers increased coal prices here during the day. They were inclined to be pessimistic regarding the outlook, especially considering the great coal strike in England.

### ENGINEER'S ERROR CAUSED COLLISION

Finds the Vermont Public Service Commission on Accident at East Swanton on December 18, 1911.

Newport, March 6.—The Vermont public service commission finds that the collision between a St. Johnsbury and Lake Champlain R. R. freight train and a passenger train on the Central Vermont railroad at the "diamond" crossing in East Swanton on December 18, 1911, was due to the error in judgment of the engineer of the freight train.

"The commission finds the immediate cause of this accident was the failure of the freight train to stop before traversing the crossing, as the law requires. The night was dark and stormy and the engineer of the St. Johnsbury & Lake Champlain locomotive says that he made the usual service application of his brake at the usual place in order to make the required stop before crossing the 'diamond,' but that, owing to the snow getting between the brake shoes and the wheel, the brakes did not respond; that he then made the emergency application of the brake, but for the same reason was unable to stop the train."

"The commission finds that the brake mechanism of the train — in good working order and that the accident was caused by the error in judgment of the engineer in making the service application required to stop the train under conditions with dry wheels and rails, and did not appreciate the exact situation until too late seasonably to stop by even the emergency application that he made. The rules of the company required him to test his air brake one mile before any stop, and the commission states that if he had obeyed this rule, he would have discovered the difficulty or the failure to work by reason of the interference of the snow."

The commission has issued its report and certificate authorizing the Clinton & Pittsford Railroad company, a railroad corporation organized under the general laws of Vermont, with its principal office at Proctor, to increase its capital stock in the sum of \$70,000, for the purpose of obtaining funds to pay for the roadbed, rolling stock, and all other property of the Pittsford & Rutland Railroad company, and the Brandon & West Rutland Railroad company, which it has purchased, and for the purpose of raising funds to extend its line and improve its roadbed and equipment. A hearing was held on this petition at Burlington, February 12, 1912.

A hearing was held at Burlington, on February 12, on the petition of the Central Vermont Railway company for authority to issue equipment notes in the sum of \$80,000.

On February 14, a certificate was issued authorizing the petitioner to issue its equipment notes in the aforesaid sum, in denomination of \$1,000 each, and payable in semi-annual installments of \$4,000 on the first day of August and the first day of February in each year.

The petitioner is purchasing 1,000 steel under-frame box cars; 200 all steel hopper coal cars; 2 standard baggage express cars; 6 standard first class coaches; 2 standard first class parlor cars; 1 standard first class dining car; 3 standard switcher locomotives; and 4 Pacific type locomotives.

The above notes are given in part payment for said equipment. With reference to the certificate issued to the Lake Dunmore Power & Traction company, giving it authority to issue \$25,000 of 6 per cent, first mortgage bonds, the company has filed with the commission its sworn return, setting forth that the entire amount of said issue has been sold for cash for the sum of \$24,000, and that same has been expended in paying outstanding bonds of a previous issue, certain promissory notes and accounts, and the sum of \$3,500 has been expended on a new penstock.

### A Confession.

The editor wrote: "Dear Madame: The verses entitled 'The Kiss' are very clever. Can you assure me that they are original?" The authoress answered: "Sir—Not quite. 'The Kiss' was collaboration."—Cleveland Leader.

### Has a Right to Be Resentful.

"I don't mind having my trousers, my coat, my necktie or even my collar splashed with mud by an automobile," says a South Broad street man. "But when one motorcar spatters my spectacles so that I can't see to dodge the next one I think I have a right to feel resentful."—Newark News.

Saving comes too late when you get to the bottom.—Seneca.

## HANDS WOULD CRACK OPEN AND BLEED

Blisters Formed, Skin Scaled Off, and Flesh Burned and Itched Dreadfully. Healed by Less Than One Cake of Cuticura Soap and One Box of Cuticura Ointment.

"About two months ago my hands started to crack open and bleed, the skin would scale off, and the good flesh would burn and itch dreadfully. When my hands first started to get sore, there were small blisters like water blisters which formed. They itched dreadfully, it just seemed as though I could tear the skin all off. I would scratch them and the skin would peel off, and the flesh would be all red and crack open and bleed. It worried me very much, as I had never had anything the matter with my skin. I was so afraid I would have to give up my employment."

"I consulted my doctor, and he said he didn't think it would amount to anything. But it kept getting worse. One day I saw a piece in one of the papers about a lady who had the same trouble with her hands. She had used Cuticura Soap and Ointment and was cured. I decided to try them, and my hands were all healed before I had used one cake of Cuticura Soap and one box of Cuticura Ointment. I am truly thankful for the good results from the Cuticura Soap and Ointment, for thanks to them I was cured, and did not have to lose a day from work. I have had no return of the skin trouble." (Signed) Mrs. Mary E. Breig, 2522 Brown Street, Philadelphia, Pa., Jan. 12, 1911.

Cuticura Soap and Ointment are for sale everywhere, but those who wish to try them without charge may do so by sending to Potter Drug & Chem. Corp., Dept. 6A, Boston, for a liberal sample of each, post-free, together with 32-p. book on the skin and scalp.

### QUEER MARINE ANIMAL.

The "Portuguese Man-of-war" Is a Veritable Fairy Ship.

The "Portuguese man-of-war" is held to be one of the most beautiful of all the so called pelagic animals and is a veritable fairy ship, with sail that can be elevated or lowered, that can throw out a dreg or haul it in—in short, one of the most attractive of all marine animals and at the same time one of the most dangerous.

This little animal has been called a "poem in satin," yet it conceals under its attractive exterior an armament that is capable of overpowering a foe of a thousand times its size. In fact, the physalia stands in the same relation to many other marine animals of its size as a well fitted torpedo submarine boat would to an old line of battle ship of the Constitution class.

If one but touch the purple tentacles a realizing sense of this power is at once experienced. The finger stings as if needles had been thrust into it, and when the tentacles are placed upon a spot where the flesh is sensitive the pain can only be compared to that produced by melted lead or boiling oil. One scientist nearly lost his life in an engagement with the little craft. The man had a habit of swimming on his side, an unfortunate habit in this case, inasmuch as his view to the right was obstructed when one day he swam over the tentacles of a large "man-of-war." He was in about seven feet of water, and the contact immediately gave the swimmer such a shock that he almost lost the power of motion and sank.

As he struck bottom with his feet he pushed up and partially recovered himself—sufficiently at least to call for help. Some laborers at work near by sprang into the water and carried him ashore. By that time he could breathe only with extreme difficulty, this being the most serious symptom. The purple mass was scraped from the skin with knives and razors, but it seemed to have sunk into the flesh. For six or seven months afterward he could very readily be passed for a tattooed man, the entire middle and lower portion of his body being covered with the most fanciful tracings.—Harper's.

### Hopeless.

"Why don't you make up your mind to cease permitting your wife to hen-peck you?"

"I have made it up half a dozen times, but it doesn't seem to do any good at all. She refuses to concede that I have a mind."—Chicago Tribune.

### English as She Is Spoke.

French Chauffeur (to deaf farmer on a Maine road)—Can you tell me, sare, vere I get some of ze gazoline? Farmer (with his hand to his ear)—He? French Chauffeur—Non, non, non! Not ze hay—ze gazoline. Ziss eez a motor-car, not a horse.—Harper's.

### Peculiar.

"One o' de mos' curiosest things about a fool," said Uncle Eben, "is de way he'll holler and git mad if you don't let him show off his misfortune."—Washington Star.

### Milady's Toilet Table

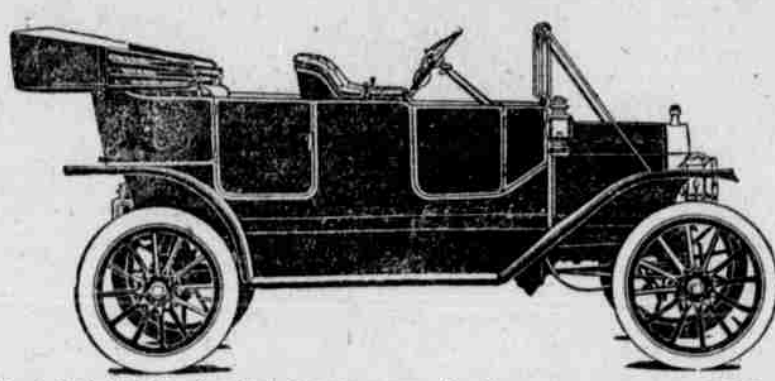
By Mme. D'VILLE

There are simple home treatments that keep the hair and complexion young looking. Dry shampooing cleans the scalp and hair and makes the hair grow. Just put a cupful of cornmeal in a fruit jar and mix with it an original package of therox; sprinkle a little on the head and brush out. It brushes out easily and leaves the hair clean, bright, wavy and rich in color.

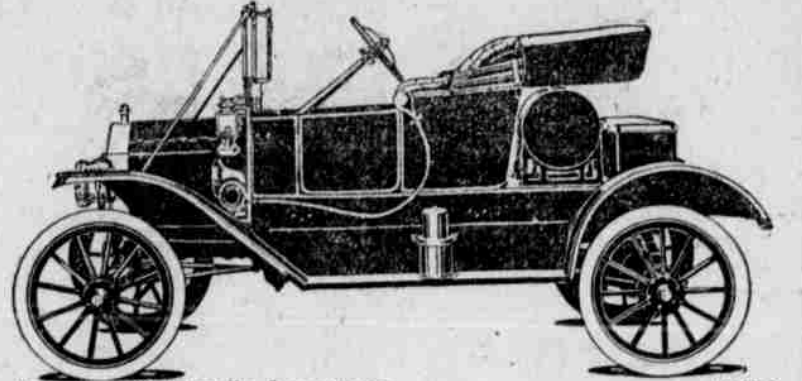
To keep the face youthful and fair, make a simple lotion by dissolving an original package of mayatone in a half pint of witch hazel and rub over the face, neck and arms every morning. Your complexion will soon be smooth, clear, satin-like and free from blemishes.

Wild hairs or fuzzy growths can be made to vanish quickly by applying delicate paste. Mix enough powdered delatone with water to cover the hairy surface; apply and after two or three minutes rub off, wash the skin, and the hairs will be gone.

Chaps, cold sores, pimples, eczema and skin eruptions disappear if you rub Mother's Salve into the affected surfaces before retiring. It quickly heals sores, cuts, burns, scalds, etc. It is as effective as well as healing and lessens danger of blood poisoning.



Ford Model T Touring Car, 5 passengers, foredoor .....\$600



Ford Model T Torpedo, 2 passengers .....\$500

# Ford Motor Cars

## Perry Automobile Co.

ONE THIRD of all the motor cars made in America in 1912 will be Fords. This seems good to us because we know that at least one-third of the automobile public are going to be satisfied. This is the fifth season of THE MODEL T, and its absolute reliability has been proven by

## 80,000 Satisfied Owners

and after all the millions of miles these CARS have traveled ought to be conclusive evidence to the most skeptical, that the FORD MODEL T is right in every detail.

Some of the original and exclusive features which have made THE FORD the MOST POPULAR, MOST WIDELY BOUGHT and MOST SERVICEABLE CAR in the world, are as follows:

## Marvelous Simplicity in Design

FEW PARTS, and every part in harmony with scientific principles. A CAR OF VANADIUM STEEL, intellectually and scientifically treated. FORD MODEL T is the only motor car in all the world in which the entire chassis of the car is constructed of HEAT TREATED VANADIUM STEEL. A sample of vanadium steel will be cheerfully exhibited at our garage.

FORD MAGNETOS are a triumph of inventive genius. There are no wearing surfaces, no moving parts. We are so positive about the dependability of our magnetos that we do not use batteries on our LIVERY AND DEMONSTRATION CARS.

FORD SPUR PLANETARY TRANSMISSION makes the control simple, and stripping gears impossible. You never hear the grating and raking noise of shifting gears in the MODEL T FORD.

THE SPRING SUSPENSION is unique and in perfect accord with scientific principles exclusively designed and patented by the Ford company. Perfectly balanced, riding free from jolts, jars and other discomforts so common to other motor cars.

FORD MODEL T is the lightest car in the world, size, power and capacity considered.

It has the most HORSE-POWER per pound for car weight, and this is a mighty important feature, because the heavier the car the sooner the tires wear out, and more fuel is required to run it. You don't hear "the man with the heavy car" making a holler because his car is heavy, it's "the man with the light car" that uses this feature as a talking point. We are not boasting in any sense, but simply stating in justice to the prospective buyer facts as they exist. That having all these things clearly in mind the prospective buyer can clearly understand that from the standpoint of design, construction and operation of the Model T Car our price is made possible without in any manner cheapening the product.

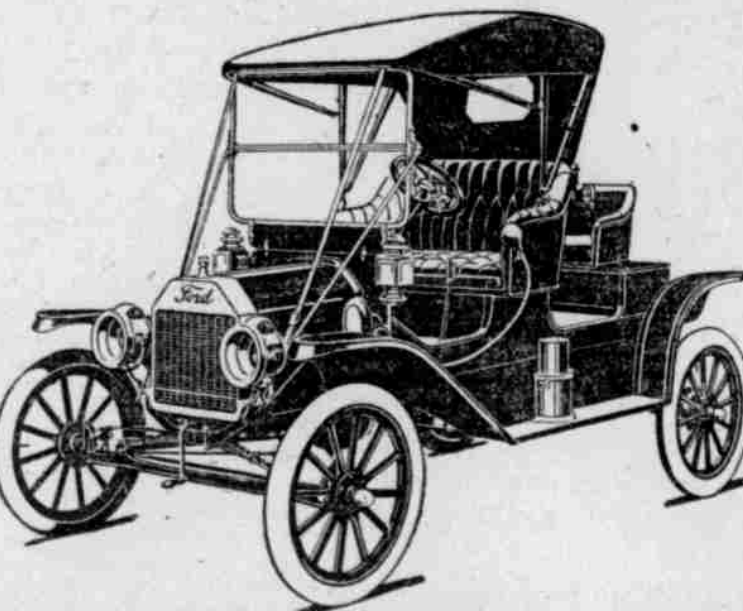
We solicit and urge all prospective automobile buyers intending to have a car this year to arrange with us at once as we are already experiencing some difficulty in getting cars.

We have at this time 20 orders and are not booking any more orders for the last half of April or May, but however, would be glad to arrange for deliveries up to April 15.

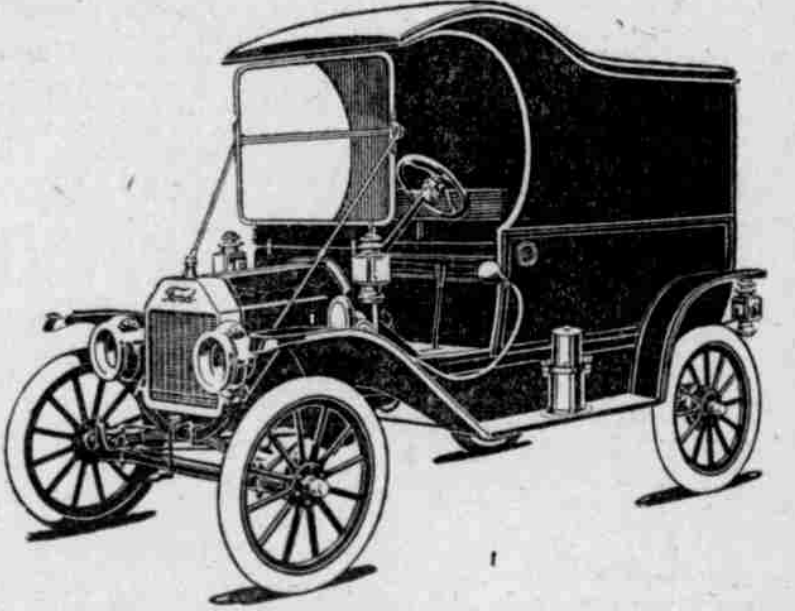
Call at our Garage, opposite city park, rear of City hotel, and we will be glad to demonstrate.

# Perry Automobile Co.,

Barre, Vermont



Ford Model T Commercial Roadster, 3 passengers .....\$500



Ford Model T Delivery Car, capacity 750 pounds merchandise .....\$700